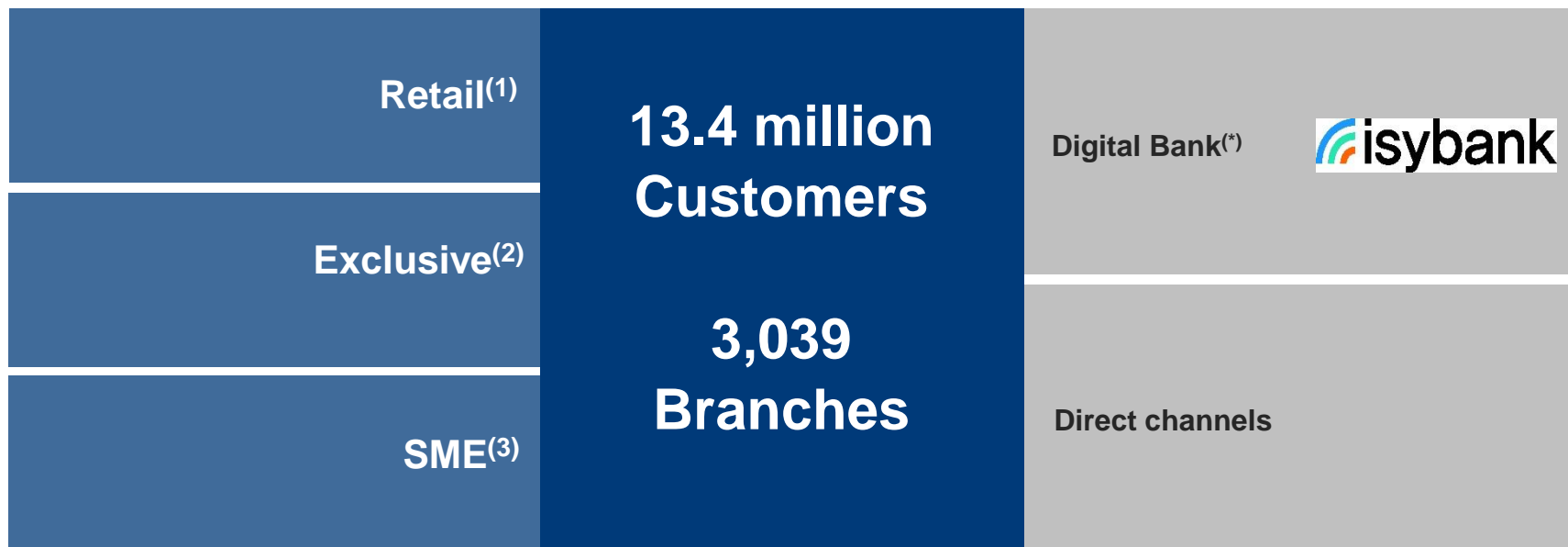


The Banca dei Territori Division



Focus on the market and centrality of the territory for stronger relations with individuals, small and medium-sized enterprises and non-profit entities

Figures as at 31 December 2023

(1) Retail customers: individuals and enterprises with less complex financial needs

(2) Exclusive customers: individuals with more complex financial needs

(3) Enterprise customers: enterprises with more complex financial needs (generally, Small and Medium Enterprises)

(*) The subsidiary also operates in instant banking through Mooney (the partnership with the ENEL Group)

The Banca dei Territori Division

Retail Exclusive

2,468 branches dedicated to
13.1 million Retail and Exclusive
customers

SME

250 branches dedicated to
180,000 SME customers ⁽¹⁾, 224
branches dedicated to 75,000
customers in the agribusiness sector
and 97 branches
serving 96,000 Non-profit customers

Figures as at 31 December 2023

(1) Including SME Finance activity (industrial credit, leasing and factoring)

The Banca dei Territori Division: 12 Regional Governance Centres

GOVERNANCE CENTRES	MANAGER	BRANCHES
North Lombardia	Daniele Fulvio Pastore	191
South Lombardia	Marco Franco Nava	172
Milano, Monza and Brianza	Pierluigi Monceri	220
North Piemonte, Valle d'Aosta and Sardegna	Stefano Cappellari	247
South Piemonte and Liguria	Andrea Perusin	190
West Veneto and Trentino-Alto Adige	Cristina Balbo	241
East Veneto and Friuli-Venezia Giulia	Francesca Nieddu	204
Emilia Romagna and Marche	Alessandra Florio	311
Toscana and Umbria	Tito Nocentini	313
Lazio and Abruzzo	Roberto Gabrielli	297
Basilicata, Puglia and Molise	Alessandra Modenese	235
Campania, Calabria and Sicilia	Giuseppe Mario Nargi	418

Figures as at 31 December 2023